

Brian R. Browning

Senior Vice President, Ameex Technologies

Highlights

Brian Browning is a 20+ year veteran of the IT industry who represents a rare blend of disparate skillsets and experiences:

- **Program Manager / Delivery Expert** – 20+ years of experience delivering interactive projects for clients including Walmart, GE, Microsoft, Kodak, General Dynamics, C-SPAN, T.Rowe Price and many others. Built, led and managed multiple offices and teams as small as 10 and as large as 75 people.
- **Comprehensive Pre-Sales Support** – Two decades of experience building and selling service lines for Fortune 500 companies, governments, not-for-profits and other organizations. Personally drove an average of \$5MM/annual US equivalent sales in the past 5 years; averaged \$3.5MM before that annually
- **Strategy Consultant** – Served in a billable capacity to deliver more than 10 strategic engagements involving the alignment of business need with interactive technology; product and project road-mapping and related recommendations

Summary

Brian Browning, Senior Vice President at Ameex Technologies, has over 20 years of experience in the design, development and implementation of technology-based initiatives for a variety of Fortune 500, Government and Non-Profit customers. His key strengths include excellent written and oral communications skills, a diverse skillset and proven success in developing and leading Strategy, Internet, Intranet, Extranet and e-Learning projects. He has been certified in Project Development Methodology for implementing technology initiatives, with expertise in iterative, agile and hybrid project development methodologies.

Throughout his career, Brian has been responsible for the development of business units focusing on delivering User Experience, strategy and e-Learning solutions. He has developed strategic partnerships and led the development of more than 150 projects, including more than 110 web content management system implementations, ten strategy projects and a variety of other web sites, web applications and e-learning deployments.

Skillsets

- Strategic visioning, business planning and prioritization, strategy sessions with clients and/or partners
- Market expertise in: manufacturing/distribution, defense, financial, college/educational, international organizations, Fortune 500 companies, media/communications, government (state/local), religious organizations, not for profits
- Specialty skills and experience in globalization/translation, User experience/design, personalization, information architecture, e-commerce, mobile site design, integration with third-party systems, tools

and apps, customization of Ektron, performance tuning, communities, content migration, SEO/PPC, analytics

- Implementation expertise: delivered more than 110 WCM projects throughout career
- Partner enablement: experience in working with partners to develop well-planned and protective SOWs, strategic planning, on-site presentations, etc.
- Scoping expertise: Experience in developing literally hundreds of proposals, including detailed project plans, assumptions, deliverable listings, etc.

Professional Accomplishments

Ameex Technologies (11/1/2012 – Present)

Mr. Browning serves as the Senior Vice President of Ameex Technologies, a leading provider of web content management consulting and staff augmentation services. In this capacity, Mr. Browning works with customers to select WCMS platforms, supports pre-sales efforts, oversees the implementation of WCMS solutions and provides guidance and support to the rest of the executive management team. Additionally, Mr. Browning provides strategic guidance to Ameex clients in determining how to evolve their WCMS platforms to maximize their online effectiveness.

Key success stories while at Ameex include:

- **Manulife Asset Management** – Served as the Strategic and Program Manager for a comprehensive redesign of the Manulife Asset Management web site, the parent company to John Hancock Investments. The project consisted of a complete responsive redesign update to the user interface, a complex Ektron-based upgrade, complete re-architecting of hosting infrastructure and the engagement of and continued delivery of on-going managed services support for the entire public-facing web site infrastructure. Completed project in less than 6 months and delivered on-time and within budget.
- **Virginia Department of General Services** – Led the technical implementation of a State Agency web site redesign project that was recognized by Graphic Design USA as one of the best responsive designs for 2017. Leveraging Episerver, led a team that delivered a fully responsive redesign of the previous site and structure approach to the online Forms Center, a powerful and popular feature on the site. Collaborated with client stakeholders to complete the Discovery process, implement a scalable CMS architecture, implement the required functionality, delivered highly personalized training for IT developers, administrators and more than 20 content authors. Delivered on time and within budget to rave reviews and client acclaim.
- **Confidential Partner Projects** – Served as a Program Manager and Strategy Resources for a number of confidential partner-driven projects with high-profile clientele including local governments, not-for-profit trade groups, one of the world's largest automobile manufacturers, a global retailer, several health care and financial services clients and many more. Additional details

about these projects may be made available once a NDA has been signed, where available.

- **Develop and Growing Large Partner Relationships** – Served as a Partner Manager in identifying, courting and signing interactive design agencies and evolving a flexible set of service offerings to empower partners to become more successful. Leveraged and adapted Ameex’s processes to work with partner networks, driving hundreds of sales opportunities. Managed sales process for partner-driven work, served as a subject matter expert when needed and provided a comprehensive series of support services, driving millions of dollars in revenue in the past couple of years.
- **Directly managed several projects for a variety of Ameex customers** – Significant projects include the British Columbia Securities Commission automated data migration project, a complete responsive redesign of the Huntington Museum of Fine Art’s web site, a complete responsive redesign of the Chesterfield County Public Library’s web site, a variety of web site and design services for the Healthcare Financial Management Association (HFMA), website design and development work for CT Partners and much more.

Ektron, Inc (8/2009 – 10/2012)

Mr. Browning served as the Vice President of Enterprise Solutions for Ektron, a leading provider of web content management systems. In this role, Mr. Browning supports Ektron's sales efforts by working with Enterprise and medium-sized customers to align their business needs with Ektron-based solutions. He also works with current and new Ektron partners to ensure their success in delivering Ektron-based web sites. Based in Richmond, VA, his responsibilities include conducting strategy projects for medium and Enterprise-class customers, assisting partners in expanding their Ektron business and serving as a subject matter expert in speaking engagements, social media and other media channels.

Previously with Ektron, Mr. Browning served as the Senior Director of Client Services. The Client Services team is responsible for providing Professional Services delivery, training support and best practices consultation for Ektron customers around the world. In this previous role, Mr. Browning was responsible for the development and enforcement of the Ektron web site development methodology, provided strategic leadership around internal delivery processes and guided the Ektron Training team and internal Project Management Office. Mr. Browning was also responsible for managing the internal sales scoping process and resources for the Client Services team.

Earlier in his career with Ektron, Brian served as the Director of Mid-Atlantic Professional Services and Director of East Coast Professional Services. While at Ektron, Mr. Browning has served as a Solution Architect or Program Manager for some of Ektron's most visible clients and projects, which are highlighted below:

- **Microsoft Office 365 and PinPoint web sites** – Served as the Solution Architect and Program Manager for a comprehensive redesign of the Microsoft Office 365 and Microsoft PinPoint web sites that included the design and implementation of a customized workflow engine to power

Microsoft's internal localization processes. Oversaw and drove the creation of a custom Localization Smart Desktop that allows Microsoft Localization team members to designate content for translation, manage language fall-back mechanisms, report on and manage the entire workflow for localization hand-offs and hand-back packages.

- **Kodak US and International Web Site CMS Implementation** – Served as the Solution Architect and Program Manager for a project that involved replacing more than 6 different CMS products with a standardized Ektron platform. In addition, a total of 18,700 content items were migrated from existing web sites into the Ektron CMS platform. Serving the domestic US marketplace, as well as 37 international regions, countries and locales, the new Kodak web site offers a consistent manner in which to publish, review and approve content throughout the company.
- **Shaw Media of Canada** - Served as the Solution Architect and Program Manager for a project that transitioned over 25 web sites onto the Ektron CMS platform in less than 12 total months. In addition, more than 1 million pieces of content were migrated from a proprietary CMS tool into the Ektron CMS through the innovative use of a custom-built ETL utility.

In addition to the Global TV and Global News sites, Mr. Browning also served as a Program Manager for the Food Network of Canada and the Food Network Community web sites, which were also transitioned into the Ektron CMS as part of a total project effort of more than 45 resources and 10,000 hours.

- **Toronto Pearson International Airport** - Served as a Solution Architect and Program Manager for a large project that produced a completely redesigned public web site for one of the largest international airports in the world. Worked with IBM Global Services to create a powerfully compelling new site experience, complete with live airline schedule updates, full mobile support and innovative mapping for airport vendors. Mr. Browning ensured that the project was delivered on-time and within budget.
- **C-SPAN Web Site Redesign and Custom Editor / Producer Workflow Project** – Served as a Program Manager to assist in the “Ektronization” of the current C-SPAN web site, which entails replacing the organization’s proprietary CMS tool with the Ektron CMS400.NET platform. In addition, the solution includes a completely custom Editor / Producer interface, specifically tuned to the needs and internal business processes within C-SPAN, including custom home page layouts, taxonomy-driven content relationships and extensive integration with online media (streaming video and audio).

Additional projects - Additional projects that Mr. Browning served as a Solution Architect, Program Manager or Ektron Subject Matter Expert include: E-Commerce site for Avantor Performance Materials, Lockheed Martin Communications Intranet, Verso Paper mobile web site, ASCE (American Society of Certified Engineers) public web site redesign and Community site launch, Architectural Systems e-commerce site, United Prairie Bank Intranet, Alamo Community College Public Web Site and Crowe Horwath US and International Web Sites.

COMSYS Services (2001 – 2009)

Mr. Browning served as a Director in the Global Enterprise Content Management Practice, developing new service lines around User Experience, e-Learning and Strategy offerings. He also provided in-depth sales support services to grow all offerings of the GECM Practice, personally driving more than \$4 million in sales for the practice in an 18 month timeframe (from January 2008 to July of 2009). In this capacity, Mr. Browning also supported the practice by developing partnerships with Adobe, RackSpace and others. Mr. Browning also was responsible for the development of detailed marketing collateral, Practice-specific web sites, data sheets, case studies and white papers, all of which are used to promote the Practice's many offerings to the public at large. Mr. Browning was widely recognized throughout COMSYS as a subject matter expert and led or participated in hundreds of proposal and sales support efforts.

During this time, Mr. Browning also served as a Senior Technical Service Line Manager of the User Experience Group, e-Learning and Strategy service lines at COMSYS Services, a publicly-held provider of IT Consulting and Staffing Solutions. During his time as Senior Technical Service Line Manager, Brian led Content Management System Implementations for Clients including:

- **District of Columbia Public Web Site Redesign** – Served as the Solution Architect, Art Director and e-Gov Subject Matter Expert in delivering a comprehensive redesign of the District of Columbia's public web site redesign project. Working with the District's CTO, led a team of more than 25 business analysts, information architects, graphic designers and development resources to articulate a "Government 2.0" web site redesign effort that leverages Web 2.0, personalization, transactional functionality and mobile interaction capabilities. Worked collaboratively with the District CTO to define a vision for the new web site and documented this vision in the form of functional, business, creative and technical requirements. The project is now in the hands of the District's IT teams for implementation and is expected to launch in late 2009.
- **T.Rowe Price Globalization Strategy** – Led a Strategy Project to assess the cultural, technical and business process impacts of migrating a US-based Institutional Investor web site into the Chinese marketplace. Evaluated the technical implementation of the existing Institutional Investor web site using IBM Web Content Manager and developed recommendations for modifying locale-specific functions to internationalization. Created recommendations around content delivery, mobile device support, graphic standards appropriate for the Chinese marketplace and linguistic recommendations for content enhancement. Presented detailed strategic recommendations, including project plan and work task breakdowns, complete with detailed cost and timeline implementation estimates.
- **General Dynamics Information Technology** – Led strategy project to develop new public and Intranet web sites as a result of a merger with another organization, Anteon Corporation. Conducted detailed needs analysis interviews with key stakeholders and developed cost estimates and documented recommendations for the new sites. Served as a Project Manager for the creation and implementation of new public web site and TeamWorks Intranet web site, now in use

by over 16,000 employees. Provided ongoing support for evolution of both sites, to include personalization and Web 2.0 / Social Networking components.

- **City of Greenville, NC** – Served as the project manager for a content management system implementation and public web site redesign effort. Documented creative standards and developed new information architecture and user interface for redesigned web site. Provided on-site training to over 60 authors within the City through the delivery of 10 instructor-led, hands-on training classes. Provided ongoing maintenance support and knowledge transfer activities to internal IT staff. The resulting web site has over 600 pages of content and continues to evolve and serve the diverse needs of a growing City government.
- **Christian Children’s Fund** – Served as a project manager and business analyst to document requirements for a redesigned public web site that provides customer self-service functionality to thousands of customers. Coordinated key stakeholders to develop business rules and requirements and developed technical integration plan that allowed a content management system, marketing database and mainframe-based customer record tool to provide a seamless experience for web site visitors.
- **Opteum Financial Services** – Served as the project manager for a content management system integration project. Using existing web site design, implemented .NET-based content management tool to allow non-technical marketing resources to create, edit and manage content on 5 public web sites. Provided on-site, instructor-led training for both non-technical and IT resources to allow Opteum to become self-sufficient at the completion of the project.
- **City of Fort Worth, Texas** – Served as the project manager for a large-scale public web site redesign effort. Assisted in documenting and developing creative standards and an extensive information architecture for the new web site. Led the integration of a .NET-based content management system that is used by over 70 web site authors to create, edit and manage content on the new web site. Assisted in the content conversion effort of over 3,000 web pages to the new platform. Also developed technical hosting plan, consisting of three-tier architecture, replication and load-balancing components. Provided on-site, instructor-led training to over 40 authors and trained City of Fort Worth, TX resources on how to conduct ongoing training for authors.
- **Stibo Catalog** – Served as the project manager for a web site redesign and content management system implementation. Developed CMS-based templates and installed content management software in hosting facilities. Provided online training classes to authors located in Denmark, the UK and the USA. Assisted in ongoing maintenance of web site, SEO activities and analytic controls to monitor the performance of the web site.
- **Systems and Software Consortium** – Served as the project manager for a redesigned public and members-only web site. Led the implementation of a .NET-based content management system that allows non-technical authors to contribute and post content and documents to both parts of the new web site. Oversaw post-launch enhancement efforts to provide administrative

functionality for members-only section of the site and to integrate user registration with internal SSCI systems.

- **Portsmouth Public Schools** – Served as the project manager for a complete redesign of a school system web site. Led information architecture activities to ensure that each of the 20+ schools and educational centers had their own web presence, along with the overall school system administrative wing. Oversaw the development of a compelling new user interface and on-site training for school teachers and principals.
- **United Way of Greater St. Louis** – Served as the project manager for a public web site redesign project that had to be completed within 45 days. Coordinated external design agency to develop new information architecture and user interface. Oversaw instructor-led training activities and assisted with implementation of hosting facilities, including load-balanced production environment.
- **The Chicago Marathon** – Served as the project manager for an event-driven, multimedia-enhanced public web site that provides comprehensive information to the public and race participants for one of the nation’s best-known marathon events. Implemented .NET-based content management system to power the new site. Worked with external design partner to implement new information architecture, user interface and Flash-based animations and videos. Provided on-site, instructor-led training for non-technical audience to allow them to create, edit and manage content on the new site. Provided insight into load-balanced hosting structure to ensure site scalability for the event weekend.
- **City of Asheville, NC** – Served as the engagement manager for public web site redesign project. Coordinated project managers, creative developers and .NET developers throughout the process of redesigning the web site. Led information architecture and design efforts and oversaw training activities to ensure authors were able to manage content using the new .NET-based content management system. Assisted in ensuring the site is Section 508-compliant.
- **Christian & Barton** – Served as the engagement manager for a public web site redesign project for a Richmond-based law firm. Coordinated project managers, graphic designers, creative and technical developers to ensure an effective information architecture and compelling new web site that was powered by .NET-based content management system. Oversaw training activities and coordinated with client with respect to completion of web site property.
- **Patient Services, Inc.** – Led a strategy project to determine how to modernize the non-profit organization’s public web site. Conducted business requirements sessions with key stakeholders and assessed competitive web sites. Developed detailed recommendations for multi-stage implementation and cost estimates. Served as project manager for resulting web site redesign project, powered by .NET-based content management system. Led information architecture and user interface development efforts and provided on-site, instructor-led training sessions with PSI employees to ensure that they were able to manage the site post-launch without requiring

additional support.

- **4-H / ATV Safety** – Served as the project manager for a new web site designed to educate teenage ATV riders on safety precautions. Led information architecture and user interface development activities, as well as CMS template development and integration efforts. Oversaw the development of a series of Flash-based mini-games that are included on the web site.
- **Dickstein Shapiro** – Provided Ektron CMS-specific consulting services to one of the largest law firms in the United States. Assessed development activities and provided on-site consulting services to internal marketing and IT teams. Assisted in developing requirements and direction for internal corporate Intranet.
- **State University of New York Nelson Rockefeller Institute of Government** – Served as engagement manager for a comprehensive public web site redesign effort. Coordinated project managers, creative and technical developers through the implementation of a content management system. Oversaw content conversion effort of over 700 publications produced by the organization. Provided on-site, instructor-led training.
- **ABC Bakers Cookie Works Application** – Served as the project manager for a large project to create an online cookie ordering application. Led the project through initial business requirements definition to creation of the information architecture, workflow and user interface creation. Served as project manager for the development cycle, managing a team of 8 developers through the complex tasks of data modeling, script creation, testing and deployment. The site is now in its second ordering season, having taken over 250,000 orders in its first year of deployment.
- **YMCA of Greater Richmond Internet / CMS** – Served as the project manager for an initial business requirements definition phase and then the subsequent development of a completely new web site to serve the over 100,000 members of the YMCA of Greater Richmond. In addition to creating a new user interface and intuitive navigation model, the team implemented a content management system that allowed users to add, edit and delete content without having to learn HTML or graphic design skills.
- **Christian Children's Fund Intranet Portal** – Served as project manager in the development of CCF Central, an online Intranet Portal. The non-profit organization utilizes this central Intranet as a communications hub that is shared with over 400 employees worldwide and provides document management and collaborative functionality. The Intranet facilitates the essential ability of CCF employees to develop grant proposals, share best practice information and work collaboratively around the globe.
- **American Cancer Society Mid-Atlantic Division Intranet** – Served as the User Experience Director to create a Domino-based Intranet to serve over 600 employees along the East Coast. Managed the creation of a new user interface and the information architecture aspects of the Intranet's

development.

- **Philip Morris USA NTRM CBT** – Served as project manager for an online training course that educated workers on the proper procedures to follow when encountering Non-Tobacco Related Material (NTRM). The online course included interactive games to test and document that knowledge transfer had occurred.
- **County of Albemarle, Virginia Internet Site** – Served as the project manager for a project to redesign the existing County of Albemarle, Virginia’s Internet web site. Conducted exhaustive research about the audiences and needs of people visiting the site and created a completely redesigned user interface for the new site. The site launched to rave reviews, especially citing its focus on citizens, businesses, and tourists using the site.
- **ABC Bakers Internet Sites** – Served as the project manager for the creation of three Girl Scout cookie web sites. These web sites were targeted at specific audiences, including Volunteers, the general public and girls participating in the annual Girl Scout cookie sale. The sites included multimedia elements like online greeting cards, Flash-based games and downloadable songs.
- **ABC Bakers Council Extranet** – Served as the project manager to develop a secured extranet web site specifically targeted toward the Girl Scout Councils that manage the annual cookie sale. The Council Extranet site allows users to download the latest promotional materials, flyers, advertising templates and clip art imagery. In addition, an online bulletin board allows Council members to share tips and tricks with one another.

Additional projects that Brian has led or participated in while he served at COMSYS include: The City of Alexandria, VA public web site redesign and content management system implementation, implementation of Ektron CMS tool for the City of Frisco, TX, design consulting services for Trillium / Harte-Hanks, Strategy consulting for the City of Columbus, OH, subject matter expert for the Association of American Universities, Ektron training services for RSCG/Discovery – DirectBuy, Maintenance support for ABC Bakers / Interbake Foods, the Medical Society of Virginia Foundation, Gubernatorial Appointment Tracking System (GATS) for the Commonwealth of Virginia (Secretary of the Commonwealth office), the ABC Bakers eAnswerBook CD-ROM, a Web Site Audit project for SeniorNavigator.com, the public web site for Chrysalis Technologies and a new user interface for the Stateside Associates iStateLink Extranet application.

iXL Enterprises, Inc. (1998 – 2001)

During his tenure at iXL, Mr. Browning oversaw and led a team named the Emerging Enterprises group which focused on clients based in Central Virginia. The Emerging Enterprises group delivered more than 25 projects under Mr. Browning’s leadership, including the first ever Philip Morris USA Intranet and the public and Intranet web sites for Owens & Minor. Mr. Browning served to identify sales opportunities, scope projects and oversaw the delivery team who produced the final products.

Highlights of other projects led and delivered by Mr. Browning and the Emerging Enterprise Group at iXL include:

- **Owens & Minor Internet / Intranet Sites** – A project focused on the redesign of both the Internet and Intranet web sites for Owens & Minor. The external redesign was developed to match a new offline branding identity, while the Intranet redesign focused on making it possible for more people to publish content. The Intranet redesign project also included a series of onsite, instructor-led training classes to teach content developers how to publish content on the Intranet.
- **ViaSystems Internet Employment Application** – This project enabled ViaSystems’ HR staff to post new job opportunities on their public web site. The system features a comprehensive search engine specific to jobs to aid potential candidates in their ability to locate jobs. In addition, candidates can submit their resume when applying for a job opportunity. The system features detailed administrative and reporting capabilities as well.
- **Chesterfield County Public Internet Site Redesign** – A large project focused primarily on organizing and presenting content in a way that made sense to the diverse audience of users of the County’s public web site. Market research was conducted to better identify audience types and user needs, which translated into a “mini-portal” concept of information presentation. In addition, the project included the research, recommendation and implementation of the openShare 2.1 content management system.
- **Spirit Cruises e-Commerce Enhancement** – This project focused on adding e-Commerce capabilities to the Spirit Cruises public web site, which required interfacing with a legacy systems reservations database. In addition, an SSL connection to CyberCash was implemented to assure credit card transaction functionality. The system features robust administrative and reporting functionality, as well.
- **LandAmerica Internet Redesign / Extranet Development** – This project focused on developing a completely new user interface for the LandAmerica public web site, as well as extending that new user interface to five of the company’s subsidiary brands, including Lawyer’s Title and Commonwealth Land Title Insurance. In addition, the project included the development of an office locator and agent extranet to support LandAmerica’s independent sales force.
- **Tridium Internet / Extranet Site** - A web site which features a comprehensive online software purchasing and licensing engine for Tridium’s Niagara software application. In addition, the site featured a secure, personalized extranet interface for registered dealers of Tridium’s products to place and track orders for software and hardware products.
- **Mitsubishi Chemical USA Alpolic Internet Site** – A redesigned version of an existing web site, the new site features comprehensive navigation enhancements and a completely new look and feel. The site offers a secured extranet for users wishing to download technical information about the

Mitsubishi Alpolic building material.

- **Dominion Virginia Power Nuclear Power Plant Animation** – This project was focused around developing an educational and entertaining presentation to teach users how a nuclear power plant operates. The presentation, developed in Macromedia Flash, focuses both on the operation as well as the safety aspects of nuclear power generation.
- **Alstom Power Intranet** – Served as the senior project manager for an Intranet development project for ABB US PGE (now Alstom Power). The Intranet features a completely personalized user interface that allows over 600 Alstom Power employees located around the country to find and access web-enabled databases, applications and HTML content which is specifically relevant to the their job function. Other features include a series of web-based digital cameras, which display live pictures from Alstom Power client construction sites around the country, a data dashboard application that shows key indicator data culled from a data warehouse and a comprehensive administration interface for the Alstom Power Intranet Team. The project also included the development of web publishing standards and comprehensive procedures for the ongoing management of the Intranet.

Additional projects led while he served as Director of the Emerging Enterprises Group included a redesign of the Greater Richmond Chamber of Commerce web site, development of the Official Big Game web site, a design strategy for the ITT NightVision e-Commerce web site, a redesign of the McCandlish Kaine, PC web site and the development of a corporate Intranet web site for Swedish Match of North America.

Tekna (1997 – 1998)

Mr. Browning worked at Tekna, a Richmond-based provider of web site development services that was acquired by iXL in 1998. Highlights of Mr. Browning's tenure at Tekna include:

- **Served as Senior Project Manager for the Montague Cigars Internet Web Site Project.** Montague Cigars is a division of Swedish Match North America. The Internet Web Site is primarily focused on marketing, with content designed to introduce and position the Montague brand as a premium cigar brand. The site features innovative uses of multimedia, including a Cigar Trivia Game, streaming video presentations and a quick tour feature. A functional Tobacconist Shop Finder is included, which locates Montague dealers in the United States from an online database.
- **Served as Senior Project Manager for Owens & Minor, Inc.,** one of the nation's largest distributors of medical supplies and a member of the Fortune 500, on a computer-based training application designed to teach workers in over 37 warehouses nationwide how to use the warehouse software with handheld RF units. The application is deployed to individual warehouses via the corporate Intranet. Student test scores and tracking statistics are reported to a central location on the network for analysis. Developed a CBT development methodology and provided onsite instructor-led training to the company's Technical Operations Training Team.

- **Served as Project Manager to create a Corporate Intranet** site that served over 10,000 employees across the nation for Philip Morris USA, a Fortune Top 10 customer. Created a navigation system that is easily modified and distributed across a number of internal web servers by utilizing server-side components. Also helped to create detailed documentation and procedures for publishing information on the company's Intranet.

Educational Background

Attended the University of Cincinnati, where he pursued a major in Marketing.

Whitepapers / Seminar Presentations / Blog Postings

- Joint Presentation with Acquia and Carousel30: Migrating from Ektron to Drupal (2017)
- Blog Post: Ameex & Episerver: A Closer Partnership (2017)
- Blog Post: 5 Things I Can't Wait to See At Episerver Ascend (2017)
- Blog Post: Ektron Customers: What's Next? (2016)
- Blog Post: A Different Kind of FTE Model (2016)
- Blog Post: Introducing the CMS Scorecard (2016)
- Blog Post: 5 Partnering Tips that Interactive Agencies, Design Shops and Creative Firms Should Know (2015)
- Blog Post: What are the Advantages of Working with an Ektron Partner? (2015)
- Blog Post: What is Ektron's Digital Experience Hub (DXH)? (2014)
- Blog Post: Introducing Ektron 9 (2014)
- Blog Post: Ektron Synergy 2014: What to Expect (2014)
- Blog Post: What is Web Content Management (WCM)? (2013)
- Enterprise Architecture and Ektron (SYNERGY Conference, 2011)
- Content Migration Strategies (SYNERGY Conference 2011)
- e-Strategies Presentation (SYNERGY Conference, 2009)
- Government 2.0 (2009) Whitepaper
- e-Marketing Strategies for the Next Generation Web Site (SYNERGY Conference, 2008)
- Introduction to the Globalization Process (2008) Presentation
- Personalization & Community Building (2007) Presentation
- Understanding the Unique Needs of Citizen-Oriented Web Sites (2005) Whitepaper
- Best Practices for Redesigning Your Web Site with Content Management Systems (2005) Whitepaper
- Introducing Content Management Systems (2003) Whitepaper
- Internet Portal Technology (2003) Whitepaper
- Customer Expectations Drive the Growth of Internet Web Sites (2002) Whitepaper
- The Future of E-Commerce for the GRCC Business Learning Seminar Series (2000) Whitepaper

Contributions

- Authored Chapter 2 and 3 in the Ektron Developer's Guide (published by Wrox Press), explaining Ektron implementation methodology and details of the construction of the CMS Implementation Guide

- Book is available for purchase at Amazon: http://www.amazon.com/Ektron-Developers-Guide-Building-Programmer/dp/0470885696/ref=sr_1_1?ie=UTF8&qid=1336676493&sr=8-1

Awards

- American Web Design Awards, 2017, Graphic Design USA Magazine for Virginia Department of General Services Responsive Website Redesign project
- Responsible for attaining Ektron's Partner of the Month Award for COMSYS in July, 2007
- Responsible for attaining Ektron's Partner of the Year Award for COMSYS in 2005
- Recognized as an Ektron "All-Star" Award Winner for Best Non-Profit CMS Implementation from Ektron in 2005 (for Christian Children's Fund Public Web Site)
- Richmond Times Dispatch: Metro Business Monthly: "Web Attracts Small Business" quoted in article, 2/23/2000
- Richmond Times Dispatch: Metro Business Monthly: "Web Site Awards" Served as Judge, quoted in article, 6/20/2000
- "Best Use of Multimedia Award", Delmarva Properties FoxFire Web Site presented by the Richmond Times Dispatch, 1997

References

- Available upon request or via LinkedIn.
- Personal Web Site: <http://www.brianbrowning.com>

LinkedIn URL

<http://www.linkedin.com/in/brianbrowning>